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Before the
FEDERAL COMMUNICATIONS COMMISSION
Washington, D.C. 20554

In Re Applications of)	MM Docket No. 93-75
TRINITY BROADCASTING OF FLORIDA,)	
INC.)	BRCT-911001LY
For Renewal of License of)	
Television Station WHFT(TV))	
Miami, Florida)	
GLENDAL E BROADCASTING COMPANY)	BPCT-911227KE
For Construction Permit)	
Miami, Florida)	

VOLUME III-C

HEARING EXHIBITS

TRINITY BROADCASTING OF FLORIDA, INC.
TRINITY BROADCASTING NETWORK
NATIONAL NATIONAL MINORITY TELEVISION, INC.

TBF Exhibits 209-241

TRINITY BROADCASTING OF FLORIDA,
INC.,

TRINITY BROADCASTING NETWORK,

NATIONAL MINORITY TELEVISION,
INC.

Mullin, Rhyne, Emmons and Topel,
P.C.
1000 Connecticut Ave. - Suite 500
Washington, D.C. 20036-5383
(202) 659-4700

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**TRINITY BROADCASTING OF FLORIDA, INC.
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TBF Exhibit 209 Memorandum Dated 1/15/91

TBF Exhibit 210 Low Power TV Business Plan Dated
February 12, 1991

TBF Exhibit 211 Low Power TV Construction Cost

TBF Exhibit 212 Letter of R.L. Fenstermacher Dated
January 14, 1991

TBF Exhibit 213 Handwritten Note Dated 1/17/91

TBF Exhibit 214 Handwritten Note Dated 1/23/91
Enclosing Handwritten Note Dated
1/22/91

TBF Exhibit 215 Handwritten Memorandum to George
Gardner from Hal Etsell

TBF Exhibit 216 Letter of Intent Signed 3/26/91 and
5/7/91

TBF Exhibit 217 Letter of Lee H. Sandifer Dated May
23, 1991

TBF Exhibit 218 Agreements Signed 5/22/91 re W23AW

TBF Exhibit 219 Agreements Signed 5/22/91 re W31AX

TBF Exhibit 220 Agreements Signed 5/22/91 re W38BE

TBF Exhibit 221. . . . Agreements Signed 5/22/91 re W55BP

TBF Exhibit 222 Letter of Lee H. Sandifer Dated August
12, 1991

TBF Exhibit 223 Letter of Lee H. Sandifer Dated August
22, 1991

TBF Exhibit 224 Letters of George Sebastian Dated June
26, 1991

TBF Exhibit 225 Letter of Deanna J. Sebastian Dated
August 12, 1991

TBF Exhibit 226 Fax Transmission Cover Sheet from
David A. Gardner Dated 8/29/91

TBF Exhibit 227 Letter of George D. Sebastian Dated
September 4, 1991

TBF Exhibit 228 Raystay Telephone Record

TBF Exhibit 229 Telefax Cover Sheet from George D.
Sebastian Dated 10/17/91

TBF Exhibit 230 Letter of David A. Gardner Dated
October 30, 1991

TBF Exhibit 231 Handwritten Note Dated 10/30/91

TBF Exhibit 232 Letter of Morton L. Berfield Dated
November 7, 1991

TBF Exhibit 233 Letter of Jane Duff Dated November 11,
1991

TBF Exhibit 234 Asset Purchase Agreements re: Channel
23, Lancaster, PA; Channel 31,
Lancaster, PA; Channel 38, Lebanon,
PA; and Channel 55, Lebanon, PA

TBF Exhibit 235 Handwritten Note of David A. Gardner
Dated 11/13/91

TBF Exhibit 236 Revised Asset Purchase Agreements
(Excerpts)

TBF Exhibit 237 Draft FCC Form 345 Assignment
Applications re: Channel 23,
Lancaster, PA; (Undesignated);
Channel 38, Lebanon, PA; and
Channel 55, Lebanon, PA

TBF Exhibit 238 Handwritten Note Dated 12/3/91

TBF Exhibit 239 Memorandum of Lee Sandifer to Robert
Shaffner Dated October 22, 1991

TBF Exhibit 240 Letter of Dennis Grolman (Undated)

TBF Exhibit 241 FCC Form 345 Assignment Application
re Channel 23, York, PA

Memorandum

Date: 1/15/91
To: Bryan Sweeney
From: Harold Etsell, Jr.
cc: George Gardner
Lee Sandifer
Subject: W40AF dba TV40--History and Future

TV40 was granted a construction permit by the FCC on January 26, 1988, was licensed October 31, 1988 and began operations on December 16, 1988. TV40 is a low power television broadcast station with a broadcast radius of approximately 18 miles. Low power television broadcast stations were licensed by the FCC to serve limited small markets. The business purpose of TV40 was to provide new sources of revenue to Raystay Co. in a newly licensed type of television broadcast station which was perceived to have substantial future revenue potential and value. This revenue potential was to be developed through advertising sales of programming designed to serve small geographic areas with local programming not provided by the larger market television broadcast stations previously licensed by the FCC. Consequently, the start up cost of operations and program development for this type of station was expected to be substantial in the beginning two to three years of operation as a new market niche had to be developed.

To be successful any television broadcast station must develop and purchase programming to serve the interests in its markets. However, in addition to this, a television station must also successfully convince Cable TV companies that its benefits to cable subscribers is sufficient to warrant carriage as cable companies are not required to carry any television broadcast station. To date TV40 is carried in about twenty (20%) percent of the cabled homes in its signal coverage area.

Over the past two years TV40 has developed its production and operating staff, created an advertising sales department and local programming; some of which is syndicated nationally and one of which has received a national award for excellence. In addition, we are presently negotiating a program contract that has the potential to significantly improve our fiscal 1991 actual performance as compared to our existing budget.

Federal Communications Commission

Docket No. 73-75 Exhibit No. 12F209

Presented by K. H. H. H. H.

Disposition	{	Identified	<u>12.2.93</u>
		Received	<u>12.2.93</u>
		Rejected	<u> </u>

Reporter C. A. Walker
Date 12.2.93

We have also developed a new programming concept which we intend to implement in late 1991. This new program concept will be made possible through the activation of five (5) new low power television broadcast stations, with a potential to cover a market of 350,000 homes, which will require only minimal additional staff due to the potential to remotely control programming from our existing facilities.

This new programming concept has been reviewed preliminarily by the major Cable TV operators in the expanded service area. Early indications are that we may be carried by cable systems with 240,000 subscribers immediately upon turn on of the additional five (5) stations.

It is believed that this new programming format and the potential for advertising sales with the additional potential viewers will generate sufficient income to break even in the first year, and show a profit in the second year for all six (6) low power television broadcast stations.

Draft

Low Power TV Business Plan

Date: February 12, 1991

Raystay persently operates one (1) low power television station located in Carlisle, Penna.. serving the Harrisburg area ; and holds ~~five~~ construction permits for another five (5) low power television stations capable of serving the Lancaster, Lebanon and York areas. These stations, when all become operational, will have a contiguous coverage area of approximately 340,000 homes including approximately 240,000 cable subscribers. The stations may be operated independently, simultaneously as a group network or in any combination(s) perferred.

This group of stations represents a viable competitive media group in Dauphin, York, Cumberland, Lancaster and Lebanon counties, and could be viewed in Berks county by Berks Cable TV subscribers if the cable system elected to carry the signal. To become a viable outlet for area advertisors it is necessary to have access to the major cable system operators in the area. These operators are ATC in the Lebanon area, The Lemfest Group in the Lancaster area, Susquehanna Broadcasting in the York area and Sammons in the Harrisburg area. In addition to the above, Warner and Raystay would add another 40,000 to 50,000 subscribers.

With access to these cable systems this group of stations offer a unique opportunity to regional and local advertisors as they can reach the larger regional market or anyone of six smaller markets. Consequently, with the right program package a unique niche can be created in the media marketplace.

We propose to offer cable operators an alternative program source to the current movie services such as Nostalgia and American Movie Clossics. We will also provide advertising avails for promotional use. In addition we can offer local origination of significant interest local events such as parades, social gatherings, political debates and sports, if this is determined to be in our best interest.

The combination of programming and commercial access offers cable operators the opportunity to reduce their operating costs by eliminating the program fees paid for current movie services and provides access to their current subscribers and non-subscribers for marketing their

Federal Communications Commission

Docket No. 93-75 Exhibit No. 12F 210

Presented by W. W. W. W.

Disposition	{	Identified	<u>12.7.43</u>
		Received	<u>17.2.43</u>
		Rejected	

Reporter C. W. W. W.

Date 12.2.43

services through broadcast television. We believe that cable operators will find this opportunity very attractive. And, this offer eliminates the cable operators chief reason for not adding new channels: the lack of channel capacity, as we are enabling them to replace a channel and save operating dollars in the process. The chief obstacle to this offer will be a cable operators ability to cancel his commitment to his existing movie channel provider.

To make this concept work we need to develop the programming package and staff, a sales staff to sell advertising and a marketing plan to sell the concept to cable operators. Much of the preliminary work in these area has been accomplished. A preliminary meeting has been held with the four largest operators. Their response was very positive. Additional meetings are planned for February and March. Contact has been made with Cable AdNet to sell the advertising and they are very interested and have presented the concept to their board. The program package has been discussed with persons knowledgeable in the field of purchasing and packageing programming for television stations. I have proposed a joint venture company which would purchase and package the programming and develop a marketing package for possible syndication of the entire concept to other low power television station operators. While expanding this concept is premature it is appropriate to consider how the program could be made available for the future.

Our timetable for development is as follows:

February through May--Contact cable operators and obtain their commitment to carry the stations when they are active. Contact interested parties to create a joint venture in the program development and distribution company. Develop budgets and identify funding sources. Obtain a firm commitment from Cable AdNet to sell advertising.

June through July--Finalize funding sources. Identify and lease or purchase transmitter sites. Design and order towers and transmission equipment. Finalize program package concept and hire personnel if required.

August through September--finalize any of the above activities as necessary.

October through November--Contact potential advertisers. Begin marketing and public relations. Finalize program contracts.

December--Turn on stations.

LOW POWER TV
CONSTRUCTION COST

SITE:

TV23/TV31 LANCASTER, TRANSMITTER LOCATED ON ERIC RD. WHERE
RTS. 30 & 230 MEET NORTH OF FRANKLIN AND MARSHALL COLLEGE
TV23-7120 WATTS; TV31-6750 WATTS

	QUANTITY	PRICE EA	TOTAL
TRANSMITTER	2	\$50,000	\$100,000
CONTROL EQUIPMENT	1	\$35,000	\$35,000
WAVEGUIDE	2		
ANTENNAE	2	\$15,000	\$30,000
LABOR	2		
BUILDING	1	\$15,000	\$15,000
TOWER	1	\$15,000	\$15,000
ENGINEERING	1	\$10,000	\$10,000
MISC.	1	\$5,000	\$5,000
MICROWAVE:			
TRANSMITTER	1	\$30,000	\$30,000
WAVEGUIDE	2 }		
ANTENNAE	2 }	\$5,000	\$10,000
LABOR	2 }		
SITE SUB-TOTAL			\$250,000

SITE:

TV38/TV55 LEBANON, TRANSMITTER LOCATED AT 625 QUENTIN RD.
SIX (6) BLOCKS SOUTH OF RT. 422 AND RT. 72 INTERSECTION ON
RT. 72. TV38-7040 WATTS; TV55-6640 WATTS

	QUANTITY	PRICE EA	TOTAL
TRANSMITTER	2	\$50,000	\$100,000
CONTROL EQUIPMENT	1	\$35,000	\$35,000
WAVEGUIDE	2		
ANTENNAE	2	\$15,000	\$30,000
LABOR	2		
BUILDING	1	\$15,000	\$15,000
TOWER	1	\$15,000	\$15,000
ENGINEERING	1	\$10,000	\$10,000
MISC.	1	\$5,000	\$5,000
MICROWAVE:			

75601

Federal Communications Commission

Docket No. 93-25 Exhibit No. 745-211

Presented by Emmons

Disposition { Identified 12-2-93
Received 12-2-93
Rejected _____

Reporter A. Williams

Date 12-2-93

WAVEGUIDE	1	3		
ANTENNAE	1	3	3	\$5,000 \$5,000
LABOR	1	3		

SITE SUB-TOTAL				\$215,000
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SITE:

TV56 RED LION, TRANSMITTER LOCATED AT ON A TOWER WE OWN
ON RT. 24 IN WINDSOR TWP. TWO (2) MILES SOUTH OF RED LION.
TV56-9000 WATTS

	QUANTITY	PRICE EA	TOTAL
TRANSMITTER	1	\$50,000	\$50,000
CONTROL EQUIPMENT	1	\$35,000	\$35,000
WAVEGUIDE	1		
ANTENNAE	1	\$15,000	\$15,000
LABOR	1		
BUILDING	1	\$15,000	\$15,000
ENGINEERING	1	\$10,000	\$10,000
MISC.	1	\$5,000	\$5,000
MICROWAVE:			
WAVEGUIDE	1	3	
ANTENNAE	1	3	3
LABOR	1	3	
		\$5,000	\$5,000
SITE SUB-TOTAL			\$135,000
TOTAL ALL SITES			\$600,000

STUDIO:

LOCATION-LANCASTER TRANSMISSION SITE.

ORIG. EQUIP. ONLY	1	\$50,000	\$50,000
SAT. DISH & EQUIP.	1	\$15,000	\$15,000
MISC.	1	\$10,000	\$10,000
TOTAL STUDIO			\$75,000

TOTAL PROJECT COST:			\$675,000
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ALTERNATIVES VIRGINIA

January 14, 1991

Mr. George Gardner
Raystay Company
P.O. Box 38
Carlisle, PA 17013

Dear George:

We're getting ready to make a real big push in LPTV both through the regular publishing of LPTV+ and the operation of LPTV stations. I've enclosed several ideas for your consideration.

First item is a copy of an agreement which actually is a program lease, with option to buy for Channel 31, Lancaster. We would completely build-out the station, with you retaining the CP/license. It does contain an option to buy.


This basic format could be used for any of your CP's with some adjustment on the basic monthly payment and purchase option price. This type of deal would provide regular income without any expense.

The second agreement type is a program lease, with option to buy for Channel 40. The monthly basic fee is higher since most of the equipment is in place. Studio and office rental would have to be negotiated in this case. This would stop the operating cash drain of the station and turn it into a plus.

The third is a straight station lease memo. This is a new area for us. There is a reduced monthly base, but increased ad percentage.

Please review each at your earliest convenience as I'm scheduling the sales/marketing staff schedule now.

Sincerely,



R. L. Fenstermacher
Publisher

RLF/fd
encls.

PLEASE REPLY TO: P.O. Box 69, Dayton, VA 22821

75120

REPLY TO: 39K SOUTH AVE. • HARRISONBURG, VA. • 22801 • 703/432-9386 •

Federal Communications Commission

Docket No. 93-24 Exhibit No. 141-12

Presented by G. M. M. M.

Disposition { Identified 12-2-93
Received 12-2-93
Rejected _____

Reported U. W. M.
Date 12-2-93

David

1/17/91

1. Please review these proposals. Have two copies made.
2. Pass your comments to Hal with the copy of agreements.
3. Give me a copy of the proposal and your comments

Dad

Federal Communications Commission

Docket No. 93-75 Exhibit No. TF 213

Presented by Emmons TF

Disposition { Identified 12.2.93
Received 12.2.93
Rejected _____

Reporter H. Wilmer

Date 12.2.93

Hal

1/23/91

I would like your comments
on this proposal from alternatives
Virginia.

I have attached David's comments
for your information.

2/4/91
Asked if Hanger
could wait 60 days.
He said yes.

G.